**FIG. 1**

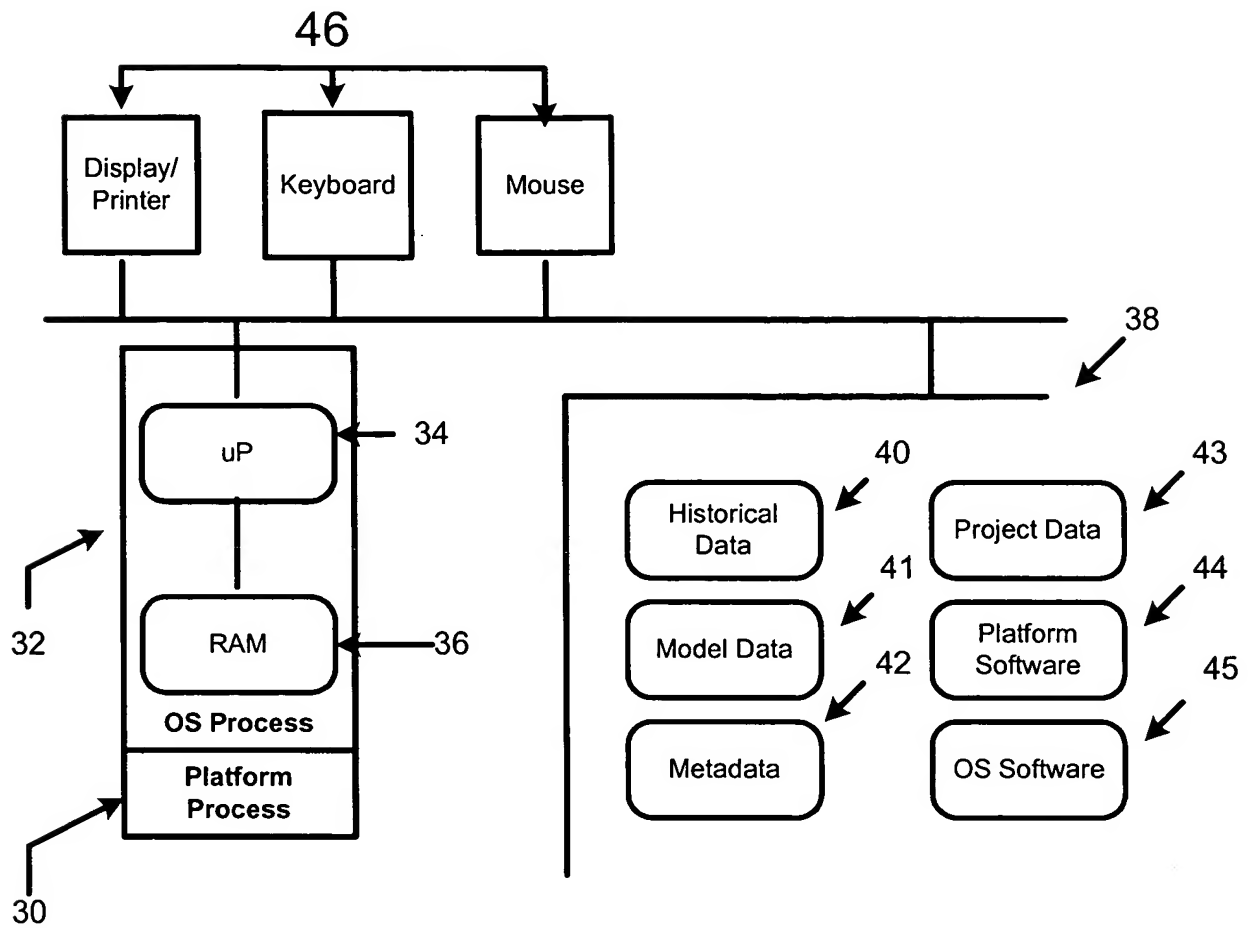


FIGURE 2

Applicant(s): Stephen K. Pinto et al.

## TARGET PROFILING IN PREDICTIVE MODELING

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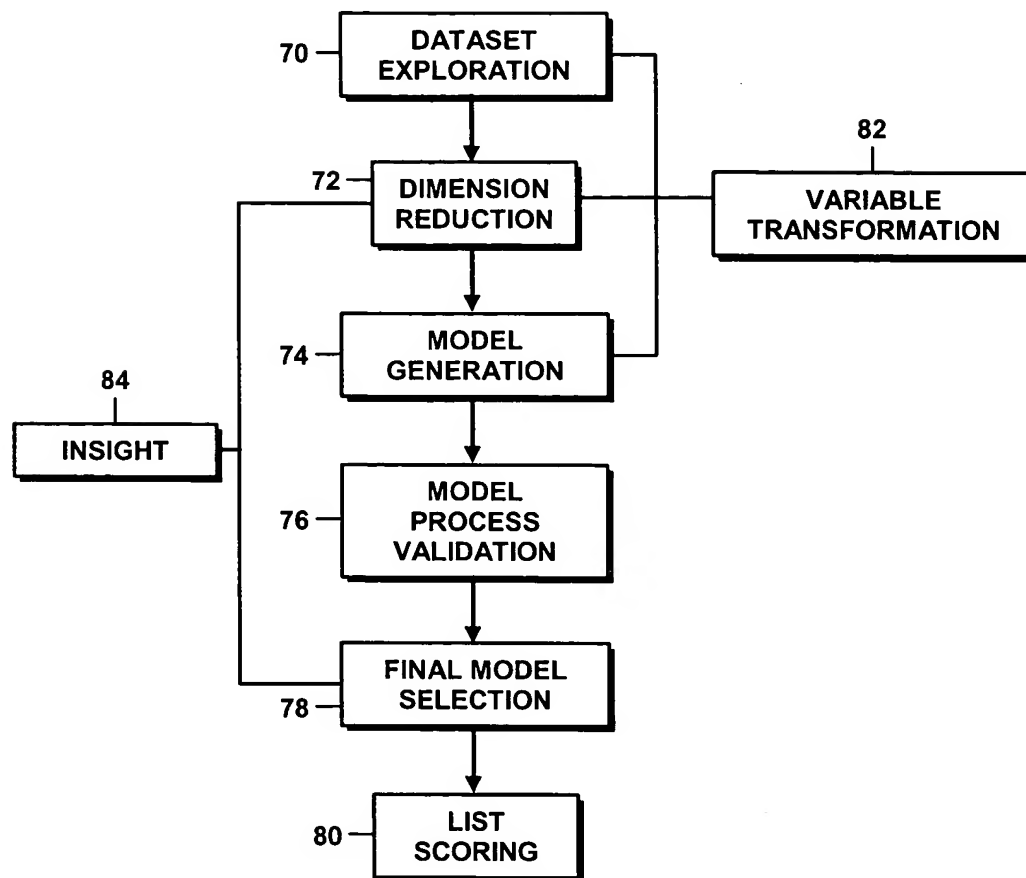
58

60

62

Field Name	Data Type	Description
ProjectID	AutoNumber	Unique Number Indexing Model Projects
ProjectName	Text	Reference Name for Model Project
ProjectType	Text	Type of Model to be constructed (Response, Clone, Suppression, ....)
ProjectGoal	Text	Analyst-defined goal for current Model Project
ProjectBeginDate	Date/Time	Identifying Time Stamp for first use
ProjectEndDate	Date/Time	Last used Time Stamp
ProjectDataset	Text	Full pathname reference to Development dataset
ProjectDataDictionary	Text	Full pathname reference to metadata and Model status and data
ProjectLog	Text	Full pathname reference to log of Analyst decisions
DependentVariable	Text	Target variable selected for Model
ModelFitnessCriterion	Number	Desired c-index for Model set by Analyst
ModelPerformanceCriterion	Number	Desired zone of positive Model Gain set by Client
ModelPerformanceMonotonicityCriterion	Number	Desired level of Monotonicity
DevelopmentDatasetSize	Number	Total number of records in Development Dataset
PositiveOutcomes(%)	Number	Number of successful outcomes as a percent of Development Dataset Size
SampleSize(%)	Number	Size of Training Sample as a percent of total Development Dataset Size used for Candidate Model
VariableCount	Number	Initial Number of Predictor Variables
SampleDistribution	Hyperlink	Distribution of Predictor Variables: Graphs and Statistics
SampleByDistribution	Hyperlink	Distribution of Predictor Variables for Positive and Negative Outcomes
Interaction Tree	Hyperlink	Cross-validated Partition Tree for Key Predictor Variables
DimensionReductionMissingFilter	Number	Number of Predictor Variables Eliminated for Missing Variables
DimensionReductionCutoff	Number	Cutoff set by Analyst for Percent of Missing Values Acceptable
DimensionReductionMainEffects	Number	Number of Predictor Variables Retained for Main Effects
DimensionReductionMainEffectsCutoff	Number	Cutoff set by Analyst for Significance of Main Effects
DimensionReductionInteractionEffects	Number	Number of Predictor Variables Retained for Interaction Effects
DimensionReductionInteractionEffectsCutoff	Number	Cutoff set by Analyst for Significance of Interaction Effects
DimensionReductionVariableCount	Number	Number of Predictor Variables resulting from Dimension Reduction
CandidateModelChoice	Text	Model Type applied to Dimension Reduced Dataset
CandidateModelChoiceConstraint	Number	Retention Cutoff or Significance Level for Model Variables
CandidateModelResults	Hyperlink	Model Fitting Results
CandidateModelLiftChart	Hyperlink	Model Non-cumulative Lift Chart
CandidateModelPersistenceChart	Hyperlink	Model Persistence Chart for Key Variables
ValidationMethod	Text	Method Selected for Model Development Process Validation
ValidationMethodResults	Hyperlink	Model Application to Validation Dataset(s) Results
ValidationMethodLiftChart	Hyperlink	Model Validation Lift Chart
FinalModelResults	Hyperlink	Model Development Process applied to full Development Dataset Results
FinalModelLiftChartComparison	Hyperlink	Final Model applied to Sample and Validation Datasets for Cumulative Lift
FinalModelNonCumulativeLiftChartComparison	Hyperlink	Final Model applied to Sample and Validation Datasets for Non-cumulative Lift
FinalModelEquation	Text	Model Paramaterized Equation using Model Transformed Variables
ScoringDataset	Text	Full pathname reference to Scoring File Input Dataset
DevelopmentScoringComparison	Hyperlink	Key Variable Comparison on Decile Basis
DevelopmentScoringDistributionComparison	Hyperlink	Propensity Score Distribution for Development and Scoring File (Subset)
ScoredResults	Text	Full pathname reference to Scoring File Output Dataset
InsightProfileMethod	Text	Method for Ranking Customer Insight Variables
InsightProfile	Hyperlink	Ranked List of Key Variables
InsightProfileChart	Hyperlink	Insight Chart of Key Variable Differential Contribution
FinalReportEntry	Memo	Final Report Description and Comments

FIGURE 3

**FIG. 4**

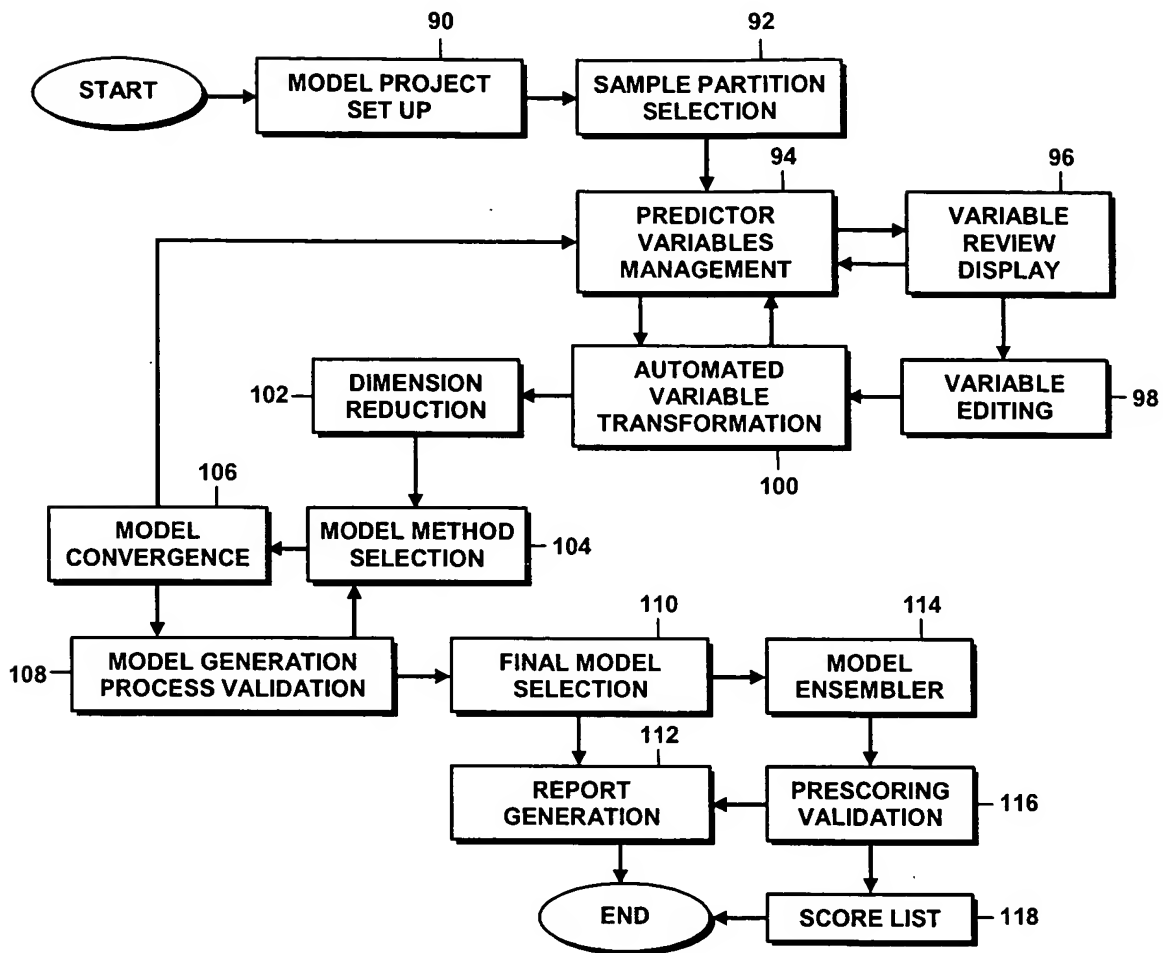
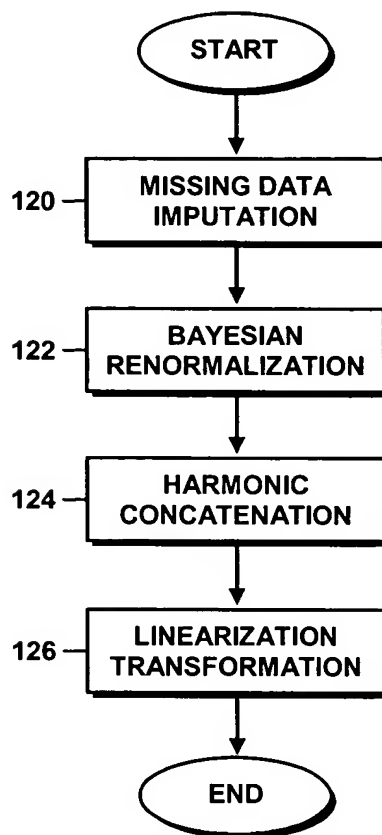
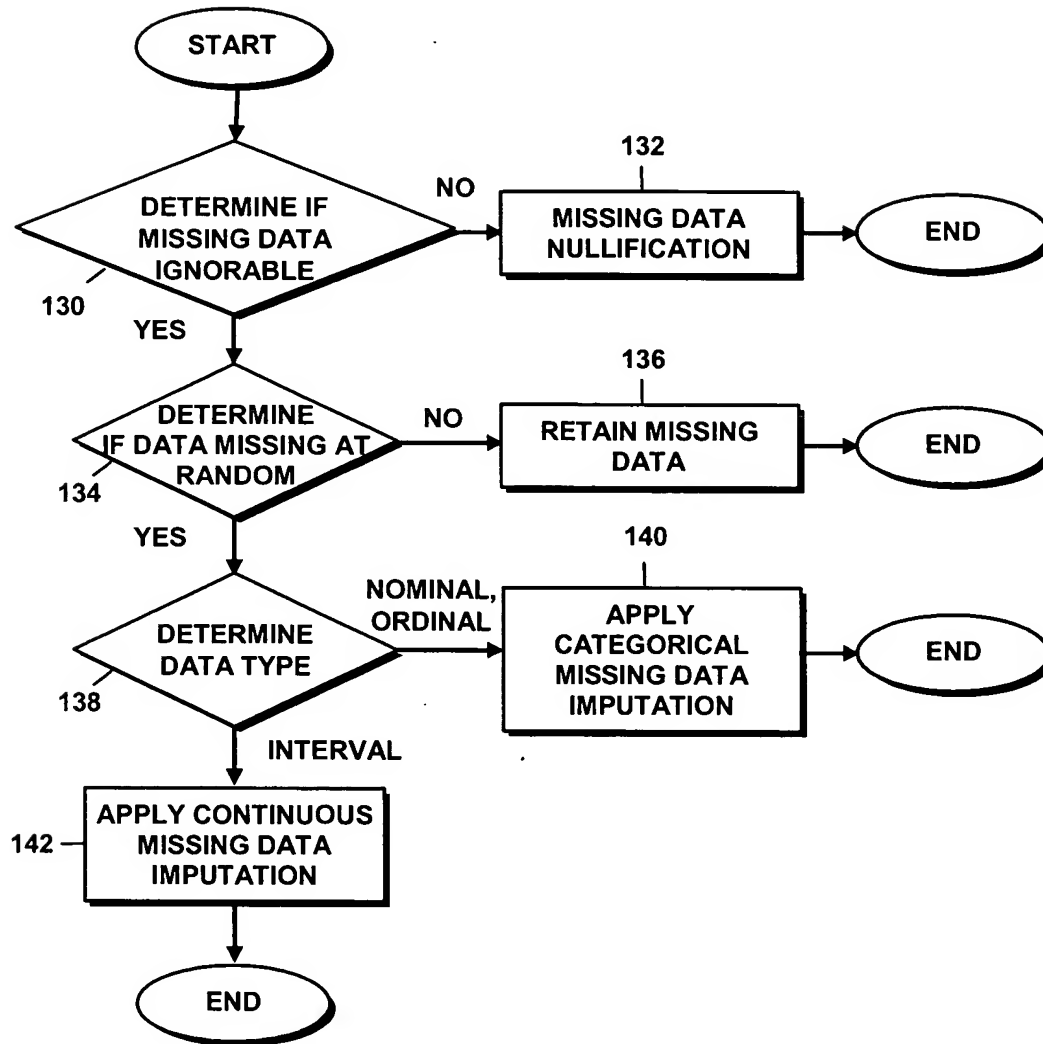
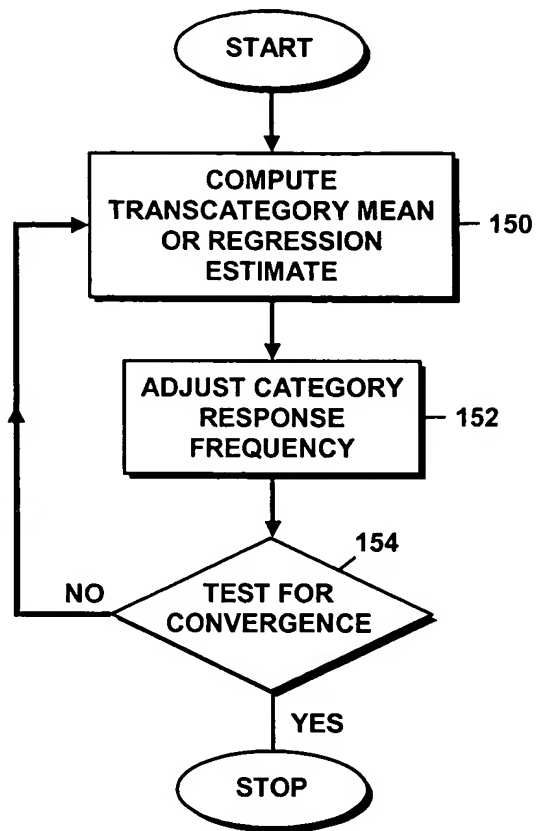


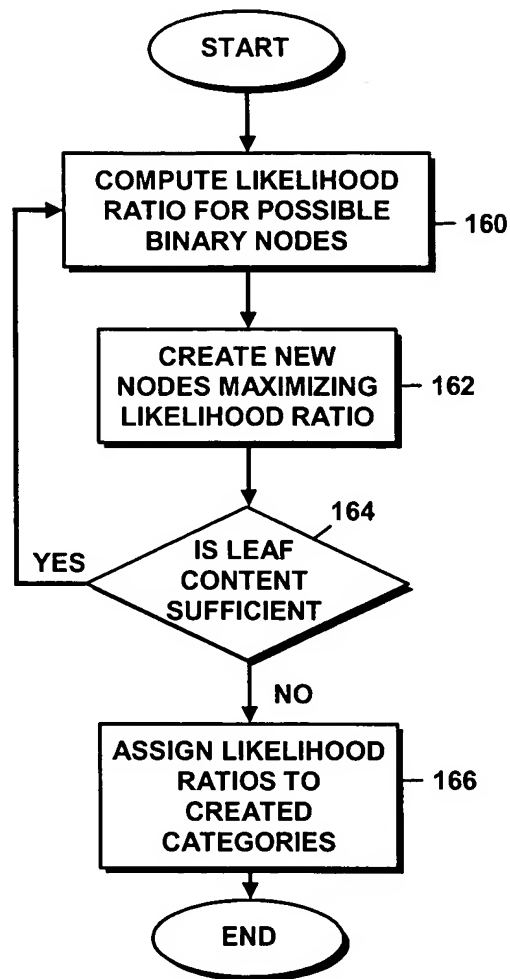
FIG. 5

**FIG. 6**

**FIG. 7**

**FIG. 8**



**FIG. 9**

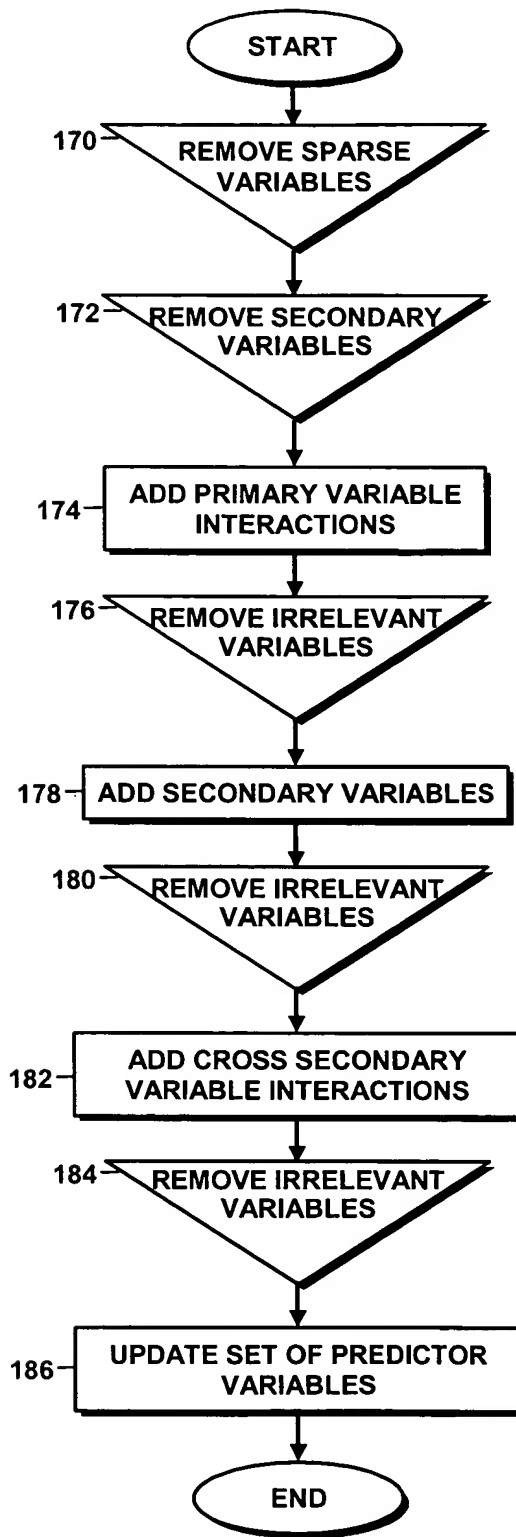
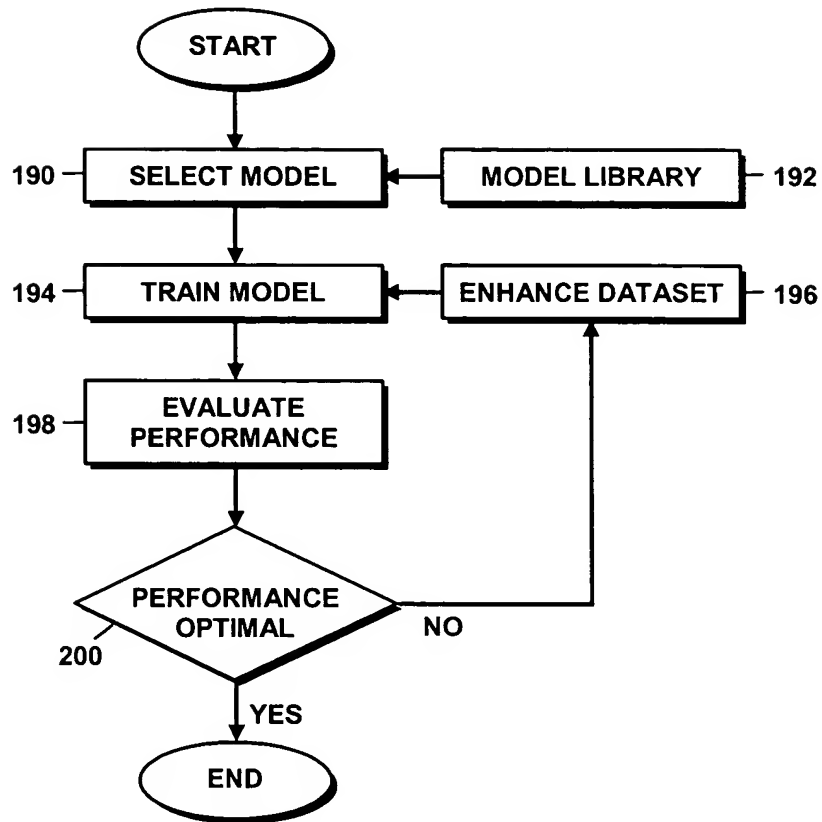
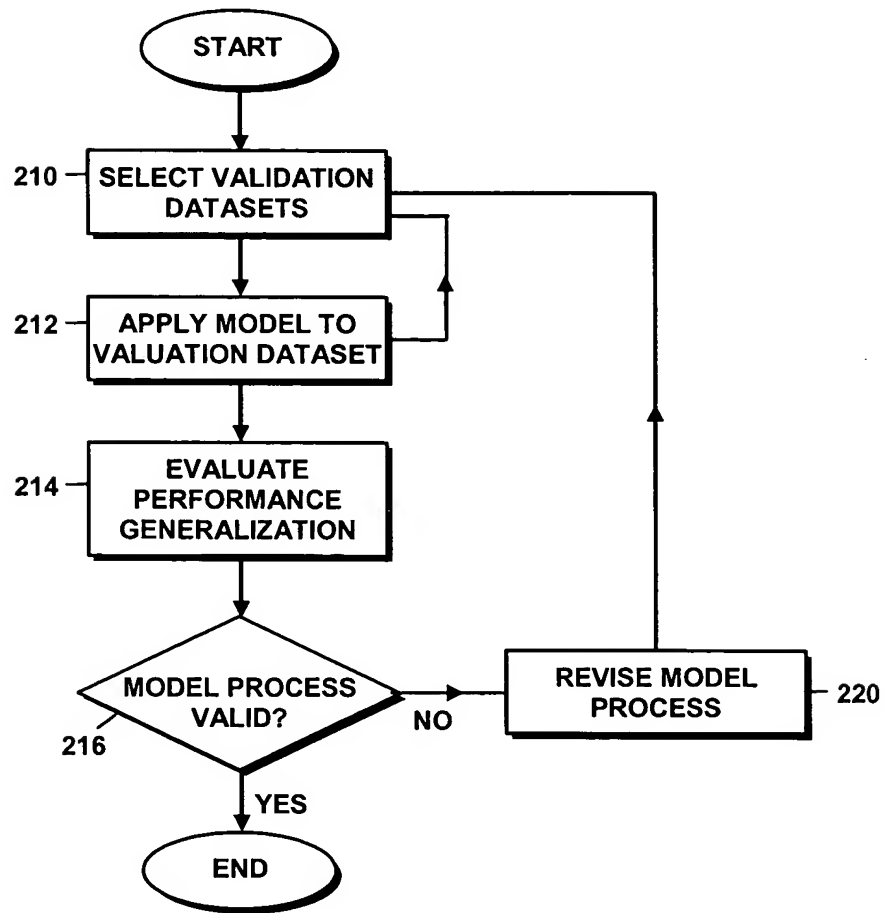
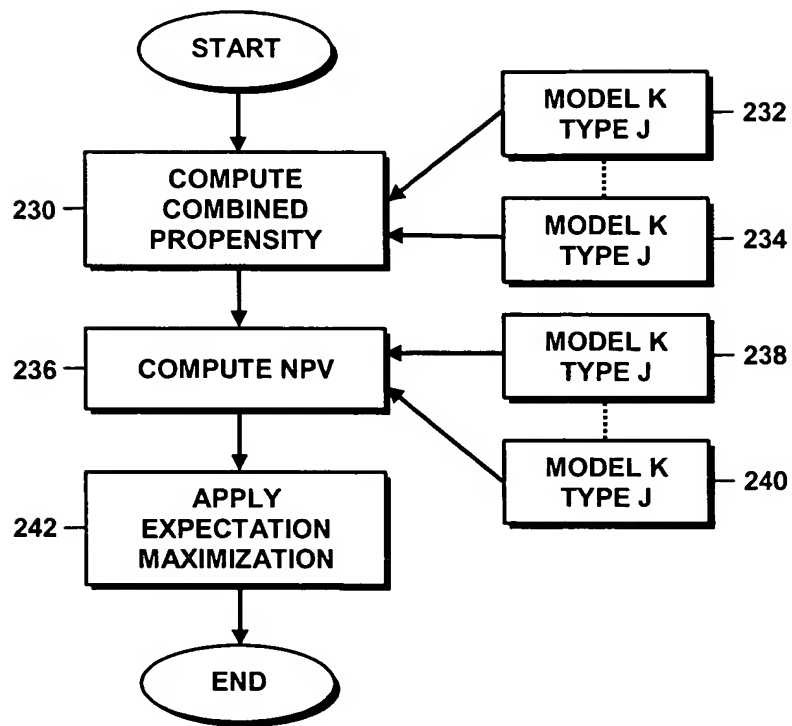


FIG. 10

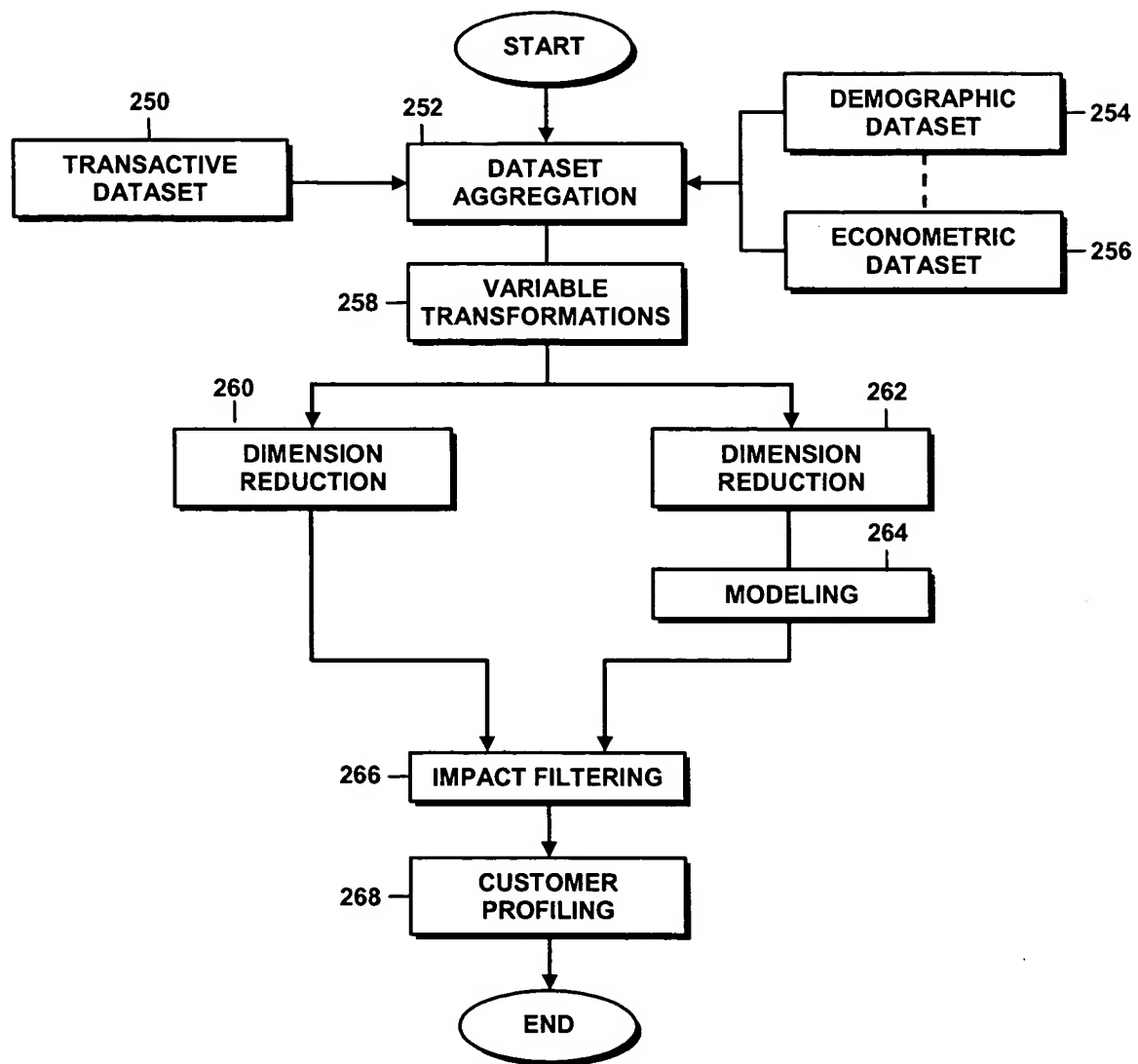
**FIG. 11**

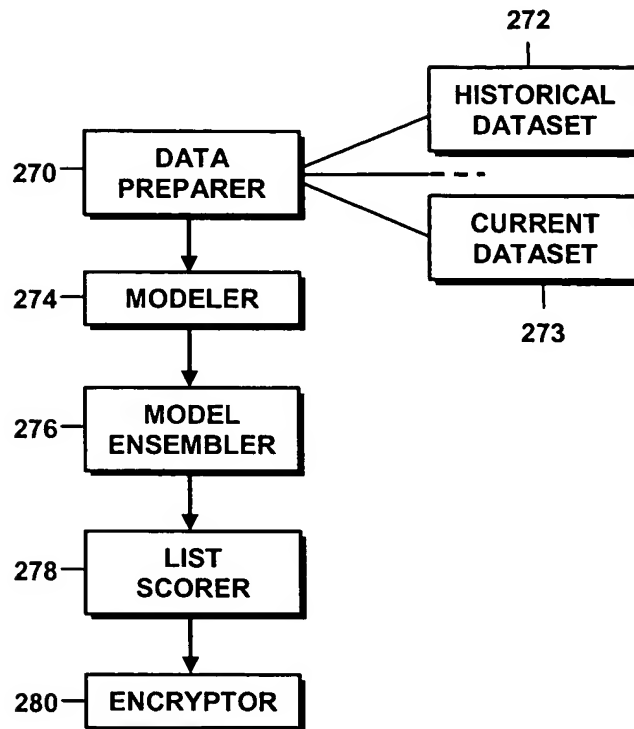


**FIG. 12**



**FIG. 13**

**FIG. 14**

**FIG. 15**

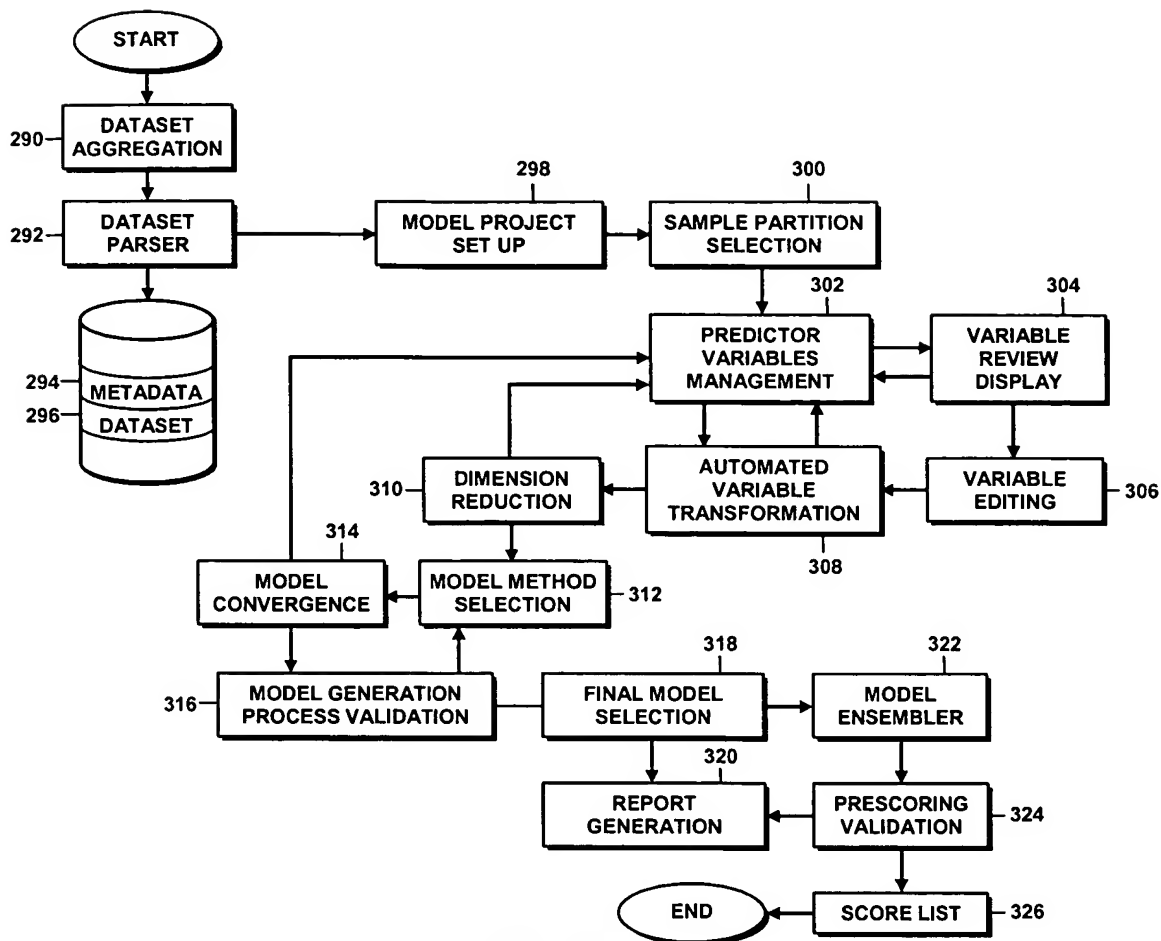


FIG. 16



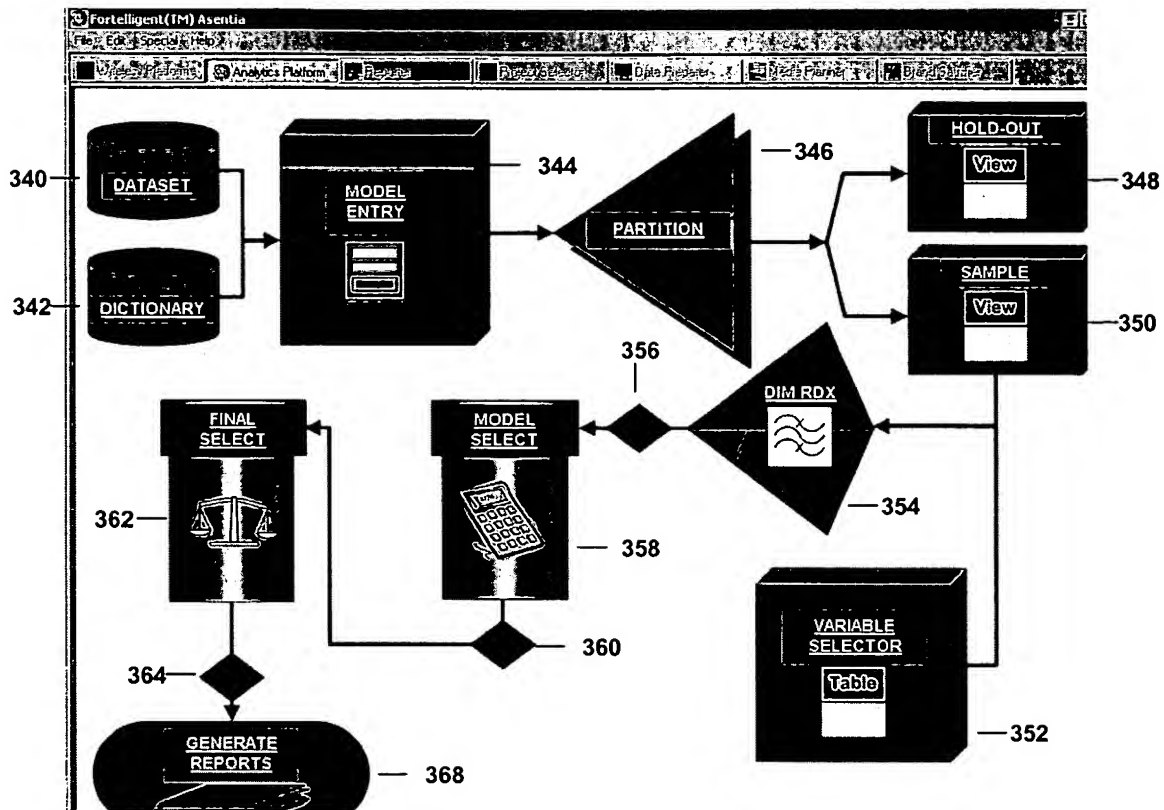


FIG. 17

**Model Project Entry Form**

Model Name:  Model Type:

Model Project Goal or Scope:

Browse Datasource:  370

Browse Dictionary:  372

Dependent Variable (Y):  374

Candidate Model Properties

Success criterion (c >):

Success criterion (KS >):

Model Constraints

Penetration Depth (%):

☒ Monotone Lift Required

☒ Impute Missing Values

Model Regressor Variables

Variable	Variable Description
CustomerID	Identification Number for Customer
Current_purchase	Made a purchase in current campaign
Recent_purchase	Recently purchased
Recently_contacted	Contacted within last 8 months
Very_recently_contacted	Contacted within last 30 days
Prior_contact_before_purchase1	Contacted before purchase of first kind
Prior_contact_before_purchase2	Contacted before purchase of second kind
Prior_purchase1	Purchase of first kind in recent campaign
Prior_purchase2	Purchase of second kind in recent campaign
No_recent_purchase1	No purchase of first kind in recent campaign
Regional_group1	located in Zone 1

Submit 376

FIG. 18A

DataDictionary : Table					
	Variable	Variable Type	Variable Description	Variable Definition	Status
	CustomerID	N	Identification Number for Customer	CustomerID	XP
	Current_purchase	N	Made a purchase in current campaign	Current_purchase	P
	Recent_purchase	N	Recently purchased	Recent_purchase	P
	Recently_contacted	N	Contacted within last 8 months	Recently_contacted	P
	Very_recently_contacted	N	Contacted within last 30 days	Very_recently_contacted	P

FIG. 18B

Predictor Variables Palette

Excluded Constructed Variables

Predictor Variables

Recent\_purchase  
Recently\_contacted  
Prior\_contact\_before\_purchas  
Prior\_contact\_before\_purchas  
Prior\_purchase1  
Prior\_purchase2  
No\_recent\_purchase1  
Regional\_group6

Excluded Primary Variables

CustomerID  
Current\_purchase  
Very\_recently\_contacted  
Regional\_group1  
Regional\_group2  
Regional\_group3  
Regional\_group4  
Regional\_group5

Variable Editor

Variable	Definition
Recent_purchase	Recent_purchase
Recently purchased	
Description	
Edit Save Clear Log Square SORT (X) If a(X)b	
Analyze Predictor Variables	Miss Option Sum Spline Aggregate

☒ Interaction Tree: Buyers vs. Non-buyers

Reduce Dimensions

Reconsider Model

FIG. 19.

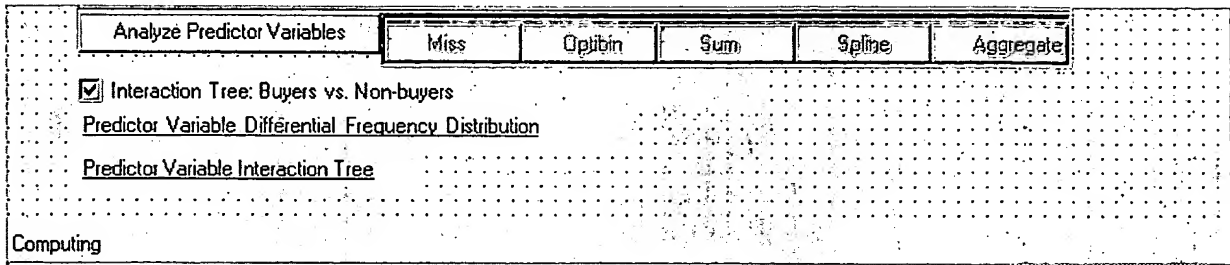


FIG. 20A

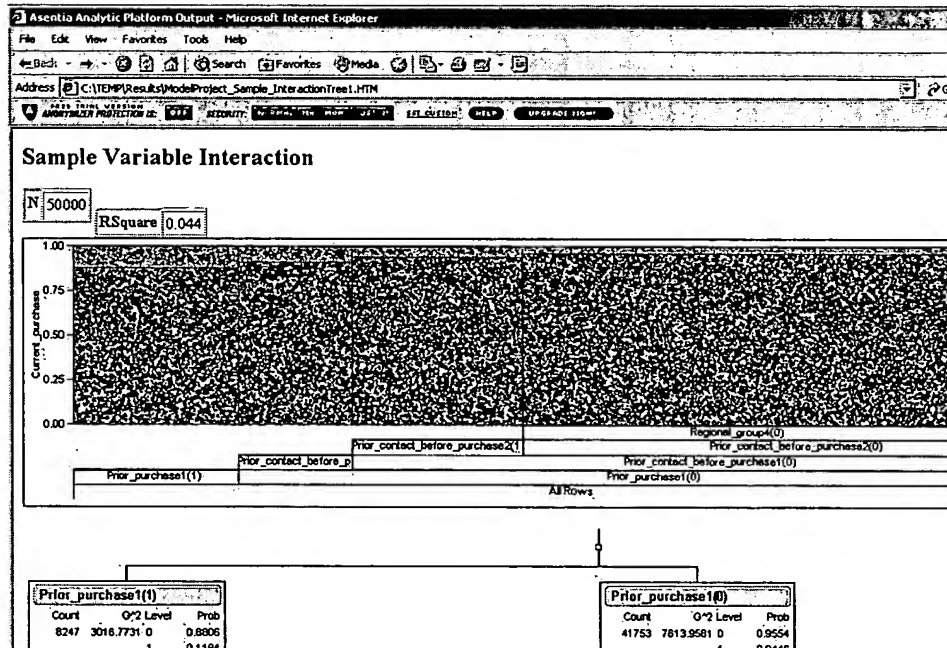


FIG. 20B

Variable Editor	
Variable	Definition
Recent_purchase	Recent_purchase
Description	
Recently purchased	
<div> <div>Edit</div> <div>Save</div> <div>Clear</div> </div>	<div> <div>Log</div> <div>Square</div> <div>SQRT</div> <div>(X)</div> <div>If a &lt; x...</div> </div>
<div> <div>Miss</div> <div>Optibin</div> <div>Sum</div> </div>	

FIG. 21A

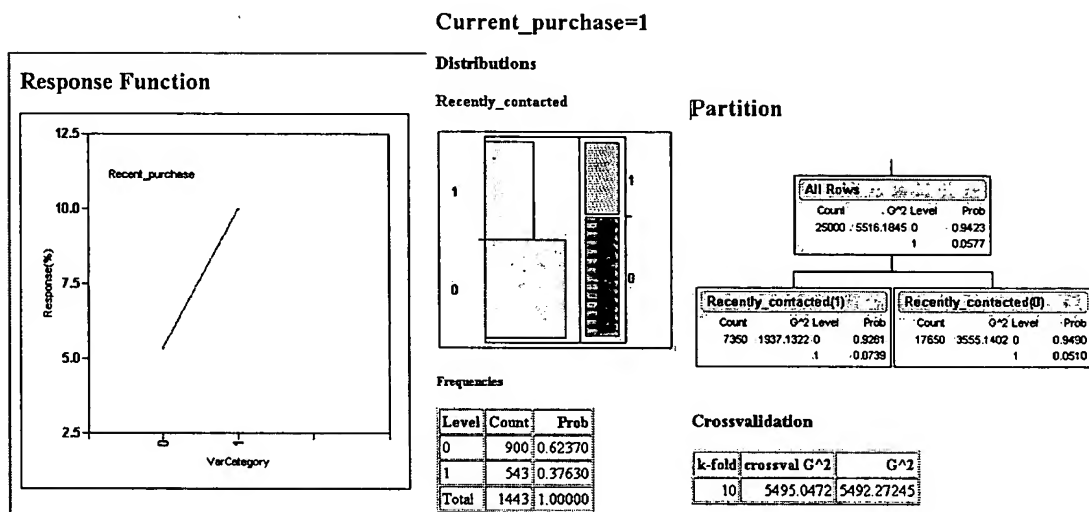


FIG. 21B

Variable Editor	
Variable	Definition
Prior_purchase1_1	Prior_purchase1*
Description	
Purchase of first kind in recent campaign	
<div> <div>Edit</div> <div>Save</div> <div>Clear</div> </div>	<div> <div>Log</div> <div>Square</div> <div>SQRT</div> <div>(X)</div> </div>

FIG. 21C

Variable Editor	
Variable	Definition
Prior_purchase1_I	Prior_purchase1*Prior_contact_before_purchase1
Description	
Purchase of first kind in recent campaign AND Contacted before purchase of first kind	
<div>Edit Save Clear Log Square SQRT (X)</div>	

FIG. 21D

=>

Regional\_group4  
Regional\_group5  
Regional\_group6  
Prior\_purchase1\_I

<=

<=

=>

Variable Editor	
Variable	Definition
Prior_purchase1_I	Prior_purchase1*Prior_contact_before_purchase1
Description	
Purchase of first kind in recent campaign AND Contacted before purchase of first kind	
<div>Edit Save Clear Log Square SQRT (X)</div>	

Revisit Reduction  
Cancel

FIG. 21E

The image shows a software dialog box titled "Dimension Reduction Palette". It contains several sections for configuring variable reduction. The "Sparsely Populated Variables" section has a checked checkbox "Exclude variables fewer observations less than \_% (Default is 5%)" with a dropdown menu set to "5". The "Forward Stepwise OLS" section lists terms  $\{X_i, X_i^2, X_i X_k, X_i^2 + Z, (X_i^2 + Z)^2\}$  and has four checked checkboxes, each with a dropdown menu set to "0.05": "Set Cut-off for Main Effects (Default is 0.05)", "Set Cut-off for Non-linear Interaction (Default is 0.05)", "Set Cut-off for Summation (Default is 0.05)", and "Set Cut-off for Summation (Default is 0.05)". On the right side, there are four buttons: "Reduce", "Advance to Modeling", "Cancel", and "Review Predictors". At the bottom left, it states "Number of Predictor Variables reduced to: 12".

Dimension Reduction Palette

Sparsely Populated Variables

☒ Exclude variables fewer observations less than \_% (Default is 5%) 5

Forward Stepwise OLS  $\{X_i, X_i^2, X_i X_k, X_i^2 + Z, (X_i^2 + Z)^2\}$

☒ Set Cut-off for Main Effects (Default is 0.05) 0.05

☒ Set Cut-off for Non-linear Interaction (Default is 0.05) 0.05

☒ Set Cut-off for Summation (Default is 0.05) 0.05

☒ Set Cut-off for Summation (Default is 0.05) 0.05

Reduce

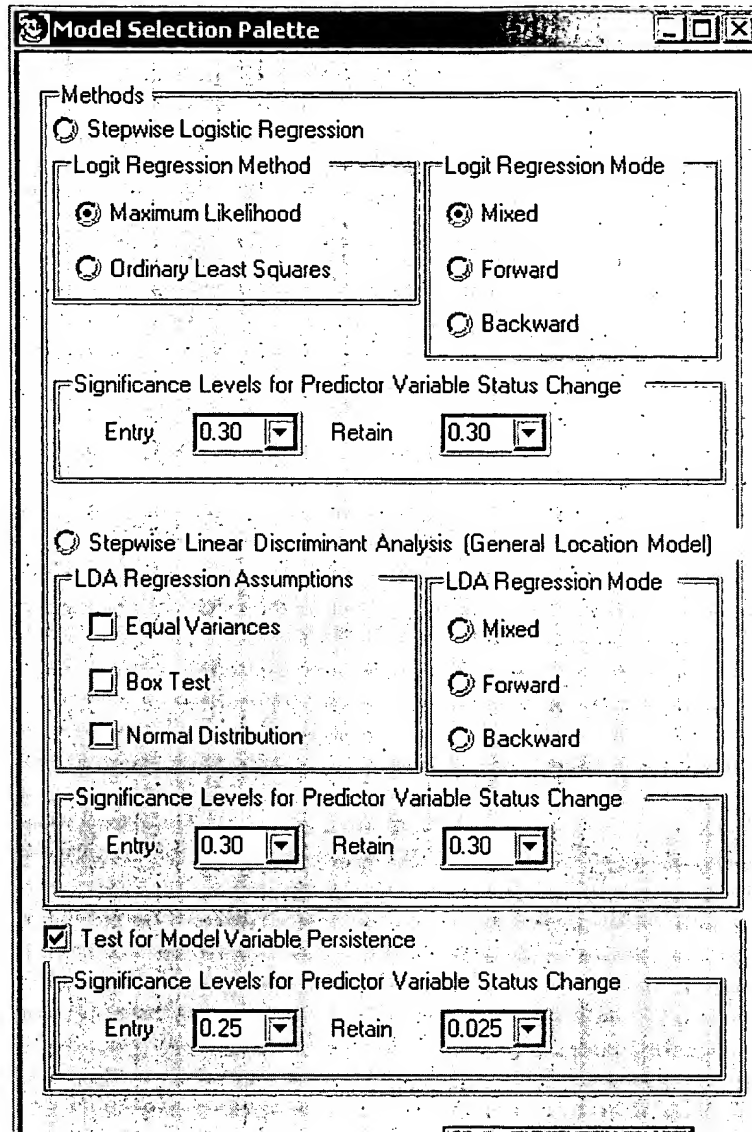
Advance to Modeling

Cancel

Review Predictors

Number of Predictor Variables reduced to: 12

FIG. 22



The image shows a software dialog box titled "Model Selection Palette". It contains three main sections for different statistical methods. The first section is for "Stepwise Logistic Regression", which includes a "Logit Regression Method" (with "Maximum Likelihood" selected and "Ordinary Least Squares" as an option) and a "Logit Regression Mode" (with "Mixed" selected and "Forward" and "Backward" as options). It also has "Significance Levels for Predictor Variable Status Change" set to 0.30 for both "Entry" and "Retain". The second section is for "Stepwise Linear Discriminant Analysis (General Location Model)", which includes "LDA Regression Assumptions" (with "Equal Variances", "Box Test", and "Normal Distribution" all unchecked) and "LDA Regression Mode" (with "Mixed", "Forward", and "Backward" all unselected). It also has "Significance Levels for Predictor Variable Status Change" set to 0.30 for both "Entry" and "Retain". The third section is for "Test for Model Variable Persistence", which is checked, and has "Significance Levels for Predictor Variable Status Change" set to 0.25 for "Entry" and 0.025 for "Retain".

**Model Selection Palette**

**Methods**

☒ Stepwise Logistic Regression

Logit Regression Method

☒ Maximum Likelihood

☐ Ordinary Least Squares

Logit Regression Mode

☒ Mixed

☐ Forward

☐ Backward

Significance Levels for Predictor Variable Status Change

Entry: 0.30 Retain: 0.30

☒ Stepwise Linear Discriminant Analysis (General Location Model)

LDA Regression Assumptions

☐ Equal Variances

☐ Box Test

☐ Normal Distribution

LDA Regression Mode

☐ Mixed

☐ Forward

☐ Backward

Significance Levels for Predictor Variable Status Change

Entry: 0.30 Retain: 0.30

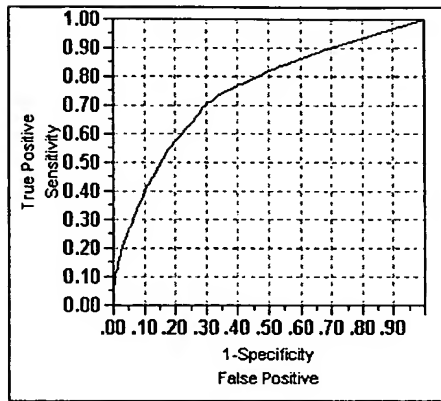
☒ Test for Model Variable Persistence

Significance Levels for Predictor Variable Status Change

Entry: 0.25 Retain: 0.025

FIG. 23A



**Receiver Operating Characteristic**

Using Current\_Purchase='1' to be the positive level  
Area Under Curve =  
0.74906

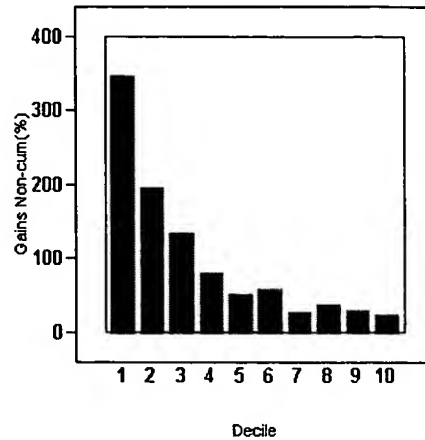
**Model Gains for Sample**

FIG. 23B

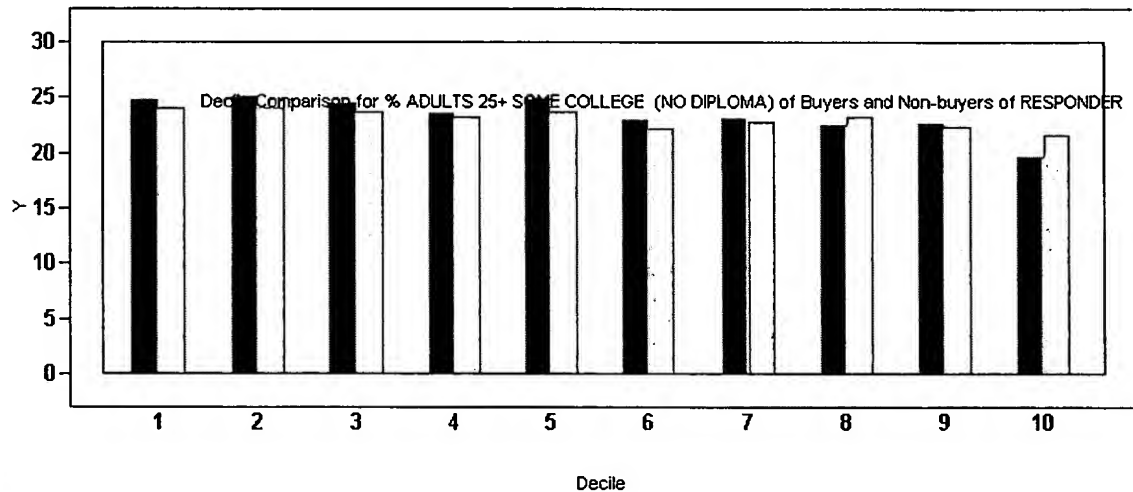
**Persistence of Model for Key Predictor Variables**

FIG. 23C

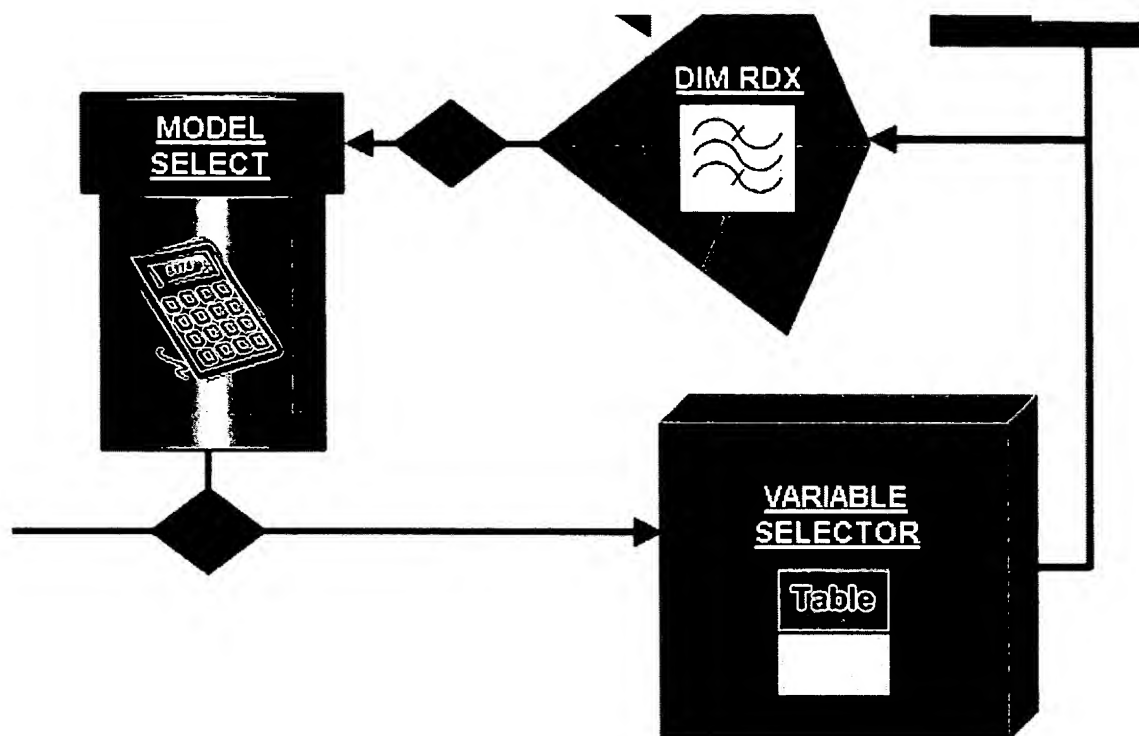


FIG. 24

Applicant(s): Stephen K. Pinto et al.

## TARGET PROFILING IN PREDICTIVE MODELING

**Final Model Candidate Selection**

Target Goals for Final Model

Model Project Target c-Statistic: 0.70  
Model Project Target KS-Statistic: 0.25  
Model Project Anticipated Penetration Depth: 40  
Model Project Monotone Lift Expected: Yes

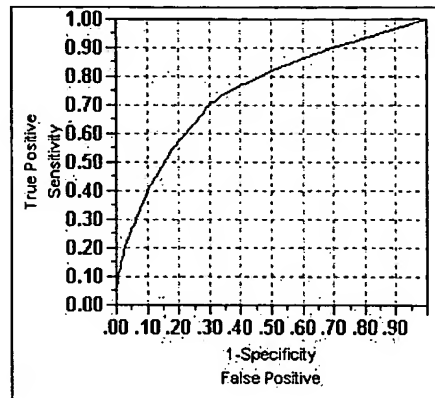
Select Validation Dataset

☐ Preselected Sample  
☐ Preselected Sample Complement  
☐ Full Development Dataset (100%)  
☐ Random Sample (%)  %

☒ Model Statistics for Sample vs Validation  
☒ Cumulative Lift of Model versus Baseline  
☒ Non-Cumulative Lift of Model versus Baseline

Validate Model  
Finish Modeling  
Reconsider Model  
Review Predictors

FIG. 25A

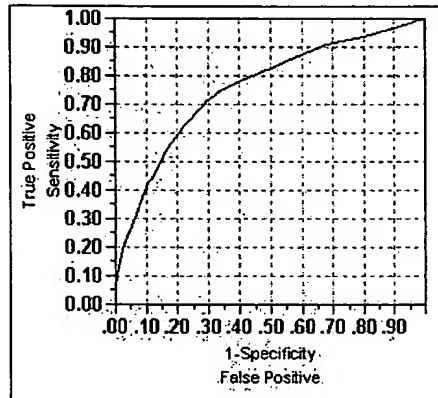
**Receiver Operating Characteristic**

Using Current\_Purchase='1' to be the positive level

Area Under Curve =

0.74906

FIG. 25B

**Receiver Operating Characteristic**

Using Current\_Purchase='1' to be the positive level

Area Under Curve =

0.75884

FIG. 25C

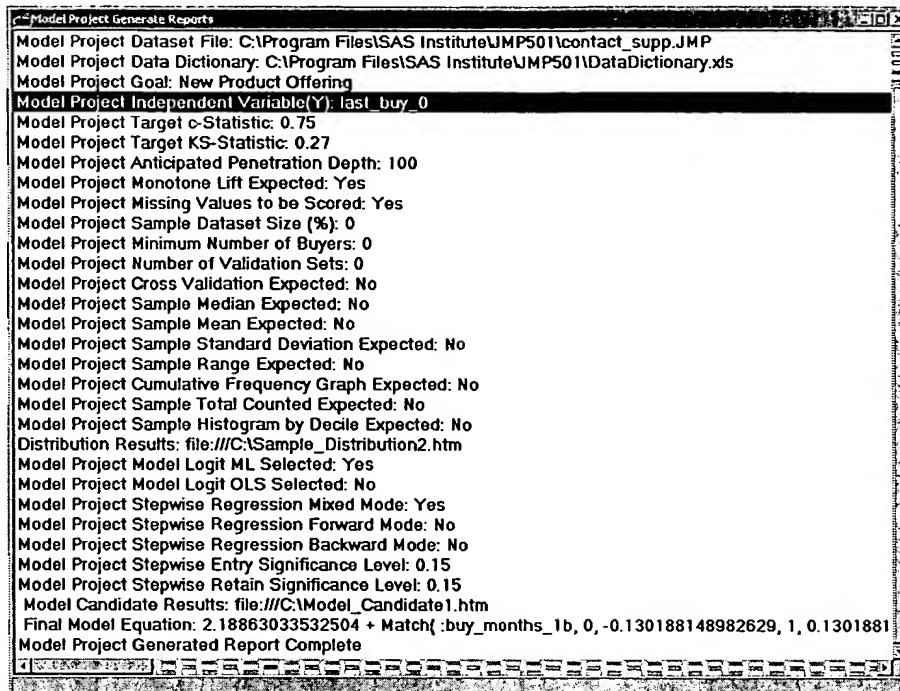


FIG. 26

**Model Project Insight Form**

Select Lowest Acceptable Match Rate (%)

60

☒ Target Profile Key Factors

☒ Target vs Non-target Profile Key Factors

Progress bar: 10 segments, 8 filled.

Get Insight

PageSetup

Print Preview

Print

Cancel

FIG. 27A

<u>Display Profile Key Factors</u>	Print Preview
<u>Display Target vs Non-target Key Factors</u>	Print
	Cancel

FIG. 27B

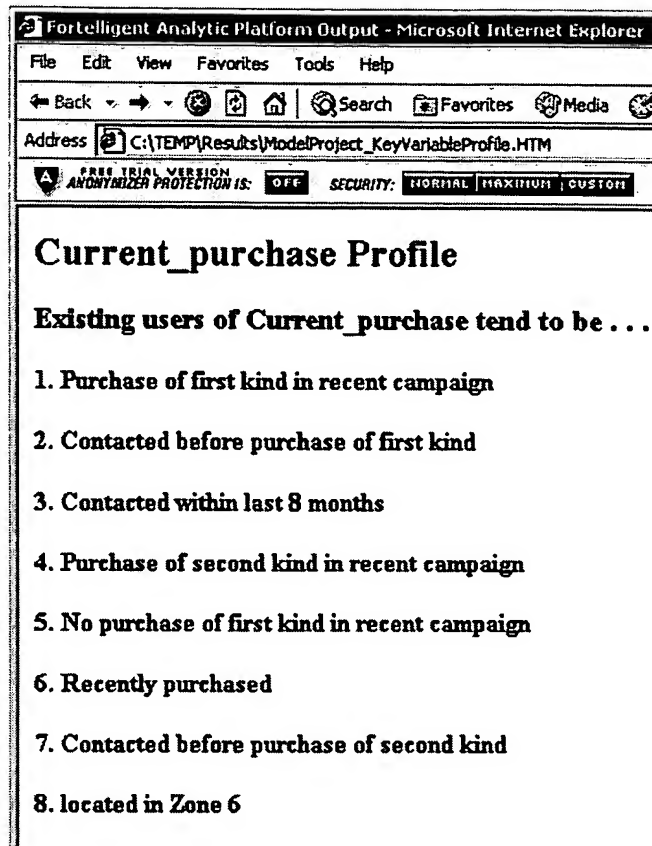


FIG. 27C

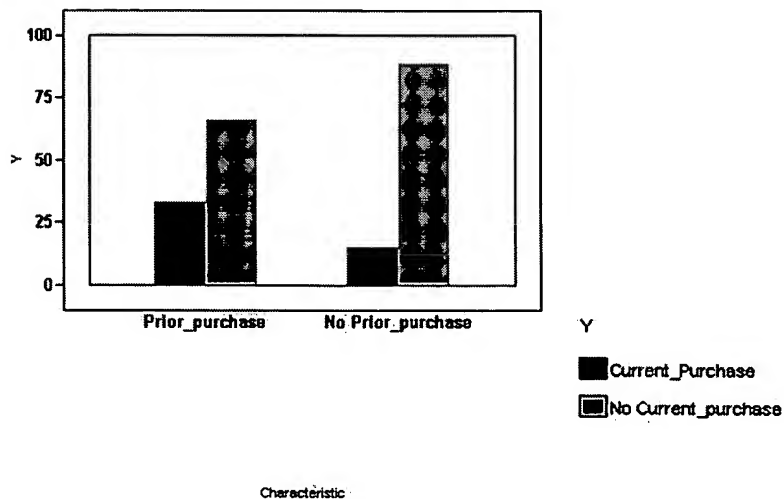


FIG. 27D